Jun 23, 2017 12:12 BST

Marlink: Reederei Hamburger Lloyd Chooses Sealink Plus VSAT for Container Ship and Bulker Fleet

ECDIS updates and crew welfare improvements in focus

Oslo/Paris, 23 June 2017: Reederei Hamburger Lloyd, a Hamburg-based shipping group will move its fleet of 9 container ships and 6 bulkers to Marlink's innovative Sealink Plus VSAT package including unlimited L-band backup.

Hamburger Lloyd is a long term customer of Telemar Germany and was looking for a communications solution that provides a quality link for downloading ECDIS updates, which is critical to the fleet's navigational safety. The company also sees that moving from pay-as-you-go L-band communication services to the pay-monthly VSAT model will provide budget predictability and enable it to offer more crew communication facilities.

Designed to provide high speed bandwidth at all times, regardless of the amount of data consumed, Sealink Plus will ensure Hamburger Lloyd vessels enjoy uninterrupted global access to safety and efficiency enhancing digital applications.

The technology upgrade on Hamburger Lloyd's fleet is a result of close collaboration between Telemar Germany and Marlink. The combination of satcom services and technology combined with bridge electronics shared by Marlink and Telemar positions the Group as a valuable technology and connectivity partner for modern ship owners such as Hamburger Lloyd.

Hamburger Lloyd has also chosen to install XChange, the integrated communication management and application platform, ensuring seamless network integration while providing diverse management functions for i.e., crew connectivity account management. While Hamburger Lloyd's existing L-band system will provide back-up, new on board hardware including XChange and 1 metre VSAT antennas will be provided as part of the monthly cost, resulting in a low initial investment for Hamburger Lloyd to introduce significant new communication capabilities for its vessels.

"As Telemar we have a long, trustful partnership with Reederei Hamburger Lloyd," said Achim Bomm, Managing Director Telemar Germany. *"They were at a point to invest into a new communications network solution to improve their business operations and crew connectivity. With a focus on cost combined with fixed service levels, Sealink Plus makes the decision to migrate from pay as you go L-band services to VSAT even easier."*

"We are seeing an increase in German shipping companies choosing Sealink VSAT services in recent months. Sealink VSAT is the ideal solution for companies seeking to leverage digitalisation to improve operations," said Tore Morten Olsen, President Maritime. *"Telemar Germany and Marlink are ideally positioned to serve German ship owners with sophisticated satcom and bridge electronics services."*

Ends

For further information, please contact:

Knut Natvig, Marlink

T: +47 48 030 911

E: knut.natvig@marlink.com

www.marlink.com

About the Marlink Group

Through its ownership of Marlink, Telemar and Palantir, Apax Partners has created a new powerful Group dedicated to providing maritime and enterprise customers with an integrated offering of reliable broadband communications, digital solutions, bridge electronics and flexible service & maintenance.

Combining the power of these three expert organisations, the Group delivers complete connectivity and IT solutions to maritime and enterprise companies globally. Marlink provides an unrivalled portfolio of multi-band communication solutions covering Ku-, Ka-, C- and L-band services extended with mobile and terrestrial links and an industry-unique range of digital solutions. Telemar is a long-term recognized supplier for bridge electronics and on-board maintenance services. The Group is completed by Palantir, specialised in remote IT management solutions and IT services on board.

The expertise of Marlink, Telemar and Palantir, combined with its strong satellite network operators' and manufacturers' partnerships as well as its IT network expertise, enables the new Group to bring the power of broadband communications, bridge and electronics technology and service excellence to

its customers globally, providing tailored connectivity solutions that enable both maritime and enterprise customers globally to digitalize their operations at sea and on land.

The combined new Group has more than 800 employees worldwide and provides customers with unrivalled service and support through an enhanced global footprint and worldwide sales and service locations. A global 24/7 helpdesk, specialised competence centres, local presence on all continents and a network of 1250 service points and partners staffed by highly qualified, certified service engineers, will support global customers to operate their business in an ever smarter, safer and more profitable way. The Group is led by Erik Ceuppens as CEO.

www.marlink.com

www.telemarspa.it

www.palantir.no